

# Inputs

- Gas**
  - Total volume 56.6 bln m3
  - Groningen
  - Small fields
  - Virtual trading points
  - Import
  - Green gas
- Gas market**
  - Fluctuating gas price
  - Gas contracts
  - Licences
  - Trading partners
  - Underground gas storage
- Organisation**
  - 152.4 Fte
  - 165 employees
  - Diversity
  - Working conditions
  - Head office Groningen
- Knowledge and systems**
  - Knowledge of the gas market
  - IT systems
- Finances**
  - Shareholders' equity €216 mln
  - Investments €1.8 mln
- Society**
  - Stakeholders
  - Image of gas

# Business Model

## Maximising the value of Dutch natural gas

### Anticipation

GasTerra anticipates a changing environment and listens to its stakeholders so that opportunities and threats can be identified and so that GasTerra can continue to fulfil its mission of value maximisation in the future.

### Volume

GasTerra aims to sell the entire volume of gas offered to GasTerra.

### Price

GasTerra aims to achieve a price in line with the market with the highest possible margin for the entire portfolio.

### Costs

GasTerra ensures a correct balance between costs on the one hand and value and care on the other hand.

Governance
Risk Management
Public Affairs
Public Relations

# Outputs

- Gas**
  - Total volume 56.6 bln m3
  - Virtual trading points
  - Client connections
  - Border points
- Gasmarkt**
  - 100% compliance with contractual obligations
  - 39.9 billion m3 NL gas purchased (Groningen & Small fields)
- Organisation**
  - 121 men, 44 women
  - 1.6% sickness absence
  - Safety/accidents
- Knowledge and systems**
  - Training costs: 1.03% of total staff costs
  - Training and career opportunities
  - 99.98% availability of highly critical systems
- Finances**
  - Turnover €9,601 mln
  - Netto-winst €36 mln
  - Werkkapitaal €202,9 mln
  - S&P credit rating AA+ (Negative Outlook)
- Society**
  - Transparency benchmark score 168 in 2017
  - Sharing and developing knowledge about energy (transition)
  - Supporting energy transition projects
  - Improving the sustainability of industrial clients
  - Sponsorship in the region
  - Local procurement of facilities worth 7.5 million euros

# Outcomes



## Gas

- Security of supply of the company's own portfolio
- Good relations with clients and suppliers
- Benefits of natural gas



## Green

- Sharing and developing knowledge about the role of gas in the energy supply in R&D, education and public debate
- Contributing to the rational transition to a climate-neutral energy supply



## Groningen

- High-quality job opportunities in the region
- Making a valuable contribution to the local community